

# NORTH FLORIDA 8(A) & BUSINESS DEVELOPMENT QUARTERLY

July—September 2008

## INSIDE THIS ISSUE:

<i>8(a) Annual Meeting</i>	1
<i>Calendar of Events</i>	2
<i>From the Director</i>	2
<i>Set-aside Procedures</i>	2
<i>Welcome PCR</i>	3
<i>Mentor-Protege</i>	3
<i>Mews &amp; Successes</i>	4-5

**Don't Miss The  
Update on the SBA's  
New BDMIS On  
Page 4!!!**

## SAVE THE DATE!

State of Florida's  
Office of Supplier  
Diversity Business  
Conference & Trade  
Fair

November 19-21, 2008  
Gaylord Palms Resort  
Orlando, FL

**To Register or For More**

[http://dms.myflorida.com/  
other\\_programs/  
office\\_of\\_supplier\\_diversity\\_osd/2008\\_matchmaker\\_conference](http://dms.myflorida.com/other_programs/office_of_supplier_diversity_osd/2008_matchmaker_conference)

Helping small businesses  
start, grow and succeed.



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## SBA HOLDS FIRST ANNUAL 8(A) MEETING



The SBA North Florida District Office along with the Small Business Development Center at UNF held the First Annual 8(a) Meeting in Jacksonville on Wednesday, July 9th at the University of North Florida. Over 135 8(a) firms were in attendance (pictured above) for the full day workshop. Mr. Wilfredo J. Gonzalez, SBA District Director, welcomed the firms to the workshop (photo below). Several speakers filled



the day-long agenda. Janice Donaldson (pictured above



right) described services the SBDC across the State can offer to small businesses. Ken Hamilton spoke on the State of the 8(a) Program, Ed Phillips of the SBA presented on Compliance Issues. SBA's Nancy Alvarez Hernandez presented on the Mentor-Protege Program. Surety Bonds were covered as well as a presentation on SMART: Process Management by Cathy Hagan of the SBDC. A highlight of the day was a panel discussion (pictured below

bottom right: Paul Arrington, SBDC, Linda Spadaro, U.S. Army Corps of Engineers, Andy Harold, A. Harold & Associates, Susan Thibodeaux, IAP-Hill, Gary Murphy, ROICC Office, NAS Jacksonville, Adrienne Hall, VT Griffin) that included federal agencies, prime contractors and 8(a) program success stories. DEI Services, Inc. provided excellent presentations based on their amazing experiences. Overall, the program was a great success. (slide presentations are available at [www.sba.gov/fl/north](http://www.sba.gov/fl/north)). We look forward to continuing to provide workshops/seminars via the Internet/phone at various times throughout the year, so that all 8(a) firms can take advantage of the great knowledge and opportunities that exist right from their desktops. Thank you to all of the 8(a) firms that participated



## 2008 CALENDAR OF EVENTS

### August 13-16 Orlando

Florida Minority Supplier Development Council's 2008 Trade Fair, Disney Contemporary Resort. Visit

<http://fmsdc.org/1/>

### August 14- Jacksonville

Jacksonville Transportation Authority's 3rd Annual DBE/COMTO Networking Event—learn what the JTA has to offer! 5:30 pm to 8:00 pm, Prime Osborn Convention Center: for more info & to RSVP, contact Sherry Trotter (904) 630-3157.

### August 25th-Orlando

Disaster Preparedness Seminar hosted by the Dominican Chamber of Commerce of Central Florida 6:00 pm, La Prensa Newspaper, 1685 S. Ronald Reagan Blvd., Orlando,

[www.dcccf.org](http://www.dcccf.org).

### August 26-Palatka

Small Business Assistance Workshop 10:00 am to 2:00 pm. Price Martin Center. For more info, visit [www.sba.gov/fl/north](http://www.sba.gov/fl/north)

### August 28- ANYWHERE!

Disaster Preparedness Webinar hosted by the IRS & SBA. Invite to come to you via e-mail shortly. From 10:30 am to 11:45 am—FREE!

### September 18-Fort Walton Beach

Learn the Rules Workshop Presented by the Procurement Technical Assistance Center, the Small Business Development Center and the SBA; 9:00 to 11:00 am 1170 Martin Luther King, Jr. Blvd.- Free- contact [lsubel@uwf.edu](mailto:lsubel@uwf.edu) for more info.

### September 26- Orlando

Central Florida Business Summit- 7:30 am to 5:30 pm. Come see SBA executives and many others in a full day event- for more info, visit [www.orlando.org](http://www.orlando.org)

### October 21- Jacksonville

Northeast Florida Procurement Conference & Buyers Forum, 8:00 am to 4:00 pm, Prime Osborn Convention Center, contact Stuart Hannah [stuart.hannah@myjaxchamber.co](mailto:stuart.hannah@myjaxchamber.co)

*Please submit any future events you would like to share to [lola.naylor@sba.gov](mailto:lola.naylor@sba.gov)*



## News From Kenneth Hamilton,

**Assistant District Director /Business Development, SBA North Florida**

On July 9, our North Florida District office held its first Annual 8(a) meeting. Judging from your responses, it was welcomed and long over due. We had an attendance of over 100 and we were particularly pleased that our 8(a) firms from the panhandle and the southern part of our district turned out in large numbers.

In our third quarter newsletter, I shared with you that our district staff and procurement officials had teamed and agreed to renew our commitment to work more cooperatively to support small business procurements. We presented an open invitation by way of our Annual 8(a) meeting for you, our participants, to join this team and a great number of you responded. At our meeting, you assumed your role and let us know what you needed and discussed concerns and issues that were important to you.

Your feedback at the meeting was invaluable. During the meeting, you heard from procurement officials who shared their insight on how you can improve your chances of acquiring federal contracts - they in turn were able to hear from you. Moving forward, we will continue to listen to you and implement programs and processes that best meet your needs.

Your business development specialists have already started organizing local programs in your areas that will help you achieve success in the federal contracting arena. Over the coming months you can expect to see announcements of webinars, focused industry workshops and seminars all focused to grow and develop procurement opportunities for our North Florida businesses.

Again, I want to thank all of our firms, our speakers and our panel of procurement officials who attended and participated in our first Annual 8(a) meeting. I would also like to express appreciation for the staff of Business Development Specialist who worked so hard to make this meeting a success.

## FYI- WE THOUGHT YOU WOULD BE INTERESTED

### Reinstitution of Small Business Set-Asides for Certain Acquisitions Under the Small Business Competitiveness Demonstration Program-

June 2, 2008- SUMMARY: The Director, Defense Procurement, Acquisition Policy, and Strategic Sourcing has reinstituted the use of small business set-aside procedures for solicitations issued under the Designated Industry Groups (DIGs), including Construction (except dredging), Subsector 36--Construction of Buildings; non-nuclear ship repair acquisitions conducted by the Department of the Navy under North American Industry Classification System (NAICS) Code 3366111, Product or Service Code 1999 (West Coast only); Architect and Engineering Services (including Surveying and Mapping); and Refuse Systems and Related Services. The Director, Defense Procurement, Acquisition Policy, and Strategic Sourcing has also reinstituted the use of small business set-aside procedures for construction solicitations issued under specific construction NAICS codes for the Army, the Navy, the Air Force, the Defense Logistics Agency, the Defense Information Systems Agency, the Defense Threat Reduction Agency, the Defense Education Activity, and the U.S. Special Operations Command. This action is required under the Small Business Competitiveness Demonstration Program because DoD has failed to attain its 40 percent goal in these DIGs. From the Federal Register Online via GPO Access [[wais.access.gpo.gov](http://wais.access.gpo.gov)] [DOCID:fr16jn08-38]



# WELCOME

I take this opportunity to welcome and introduce to you a new addition to our SBA team -Ms. Arleen L. Starks, SBA Procurement Center Representative. Ms. Starks comes to the SBA as a 21 year retired U.S. Navy Chief Petty Officer. Her experience includes six years with the Fleet Industrial Supply Center as a Contracting Officer.

As a Procurement Analyst, she serves as a Procurement Center Representative (PCR) and represents the SBA to the commanding officer or head of the installation at Federal installations on any procurement matters pertaining to policy or operations affecting SBA's programs or the small business community.

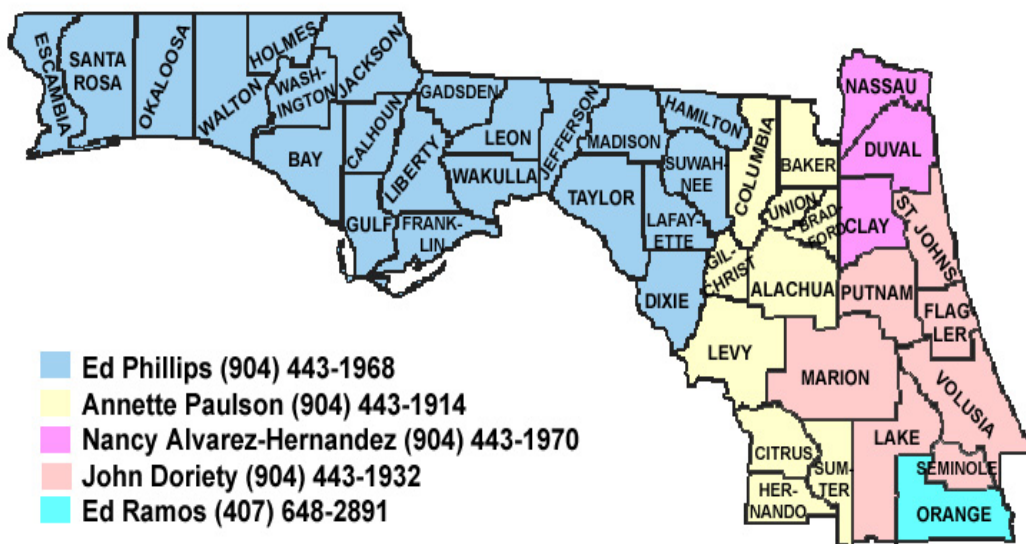
In her new position she also reviews federal agencies Small Business Coordination Records (DD Form 2579) and recommends the setting aside of acquisitions for small businesses including Service-Disabled Veteran Owned small businesses and HubZones.

Arleen also serves as a Commercial Marketing Representative (CMR), with the responsibility to conduct subcontracting program and compliance review and provide assistance to large business prime contractors regarding their subcontracting programs.

Arleen has been assigned to the Area III Office of Government Contracting to cover North Florida, Mobile, AL; and Kings Bay, GA. Some of the federal agencies which fall under Area III are the Army Corps of Engineers, Jacksonville, Naval Facilities Engineering Command Southeast, Jacksonville, FL, Fleet Industrial Supply Center, Jacksonville, FL, Army Corps of Engineers, Mobile, AL, and Tyndall Air Force Base, Panama City, FL.

We look forward to working with Arleen; she is an asset to our small business procurement program.

Sincerely,



*The North Florida  
District Business  
Opportunity  
Specialists are here  
to Assist You in  
your Government  
Contracting Needs.*

## Mentor Protégé Program *By SBA's Nancy N. Alvarez-Hernandez*

The SBA Mentor Protégé Program can be an effective tool in assisting 8(a) certified firms achieve their business development goals. During the 8(a) Annual Meeting held in July, we discussed the program's criteria for participation and the benefits for both mentors and protégés. If you missed the 8(a) Annual Meeting, you can download the presentation at [www.sba.gov/fl/north](http://www.sba.gov/fl/north) under "Spotlight."

Until recently, there was no specific way to identify a potential or interested mentor and/or protégé. Starting with the next edition of the North Florida 8(a) & Business Development Newsletter, we will start a list of interested mentor's and protégés. If you are interested in participating as a mentor or protégé in SBA's Mentor Protégé Program, you must submit the following information to your assigned 8(a) specialist (see contact info above):

Interest Role - Specify if you are interested in being a Mentor or Protégé.

Company Name, Contact Person, Address, Telephone, Email Address, website Link, Industry



## NEWS FROM YOUR COLLEAGUES

### U. S. Small Business Administration

North Florida District Office  
7825 Baymeadows Way  
Suite 100-B  
Jacksonville, FL 32256  
[www.sba.gov/fl/north](http://www.sba.gov/fl/north)

Phone: 904-443-1900  
Fax: 904-443-1980  
E-mail: [lola.naylor@sba.gov](mailto:lola.naylor@sba.gov)

**Economic Stimulus Act of 2008 Benefits Small Business**—The SBA provides a Depreciation Calculator, fact sheet, on-line seminar and links to additional information on the act:

**Click Here!**

or visit [www.sba.gov/stimulus](http://www.sba.gov/stimulus)



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**NASA-** Are you interested in better understanding how to contract with the government? Then you will not want to miss the Business Opportunities Expo 2008 on Tuesday, Oct. 21, 2008, hosted by NASA's Kennedy Space Center. Government purchasing agents will attend to learn what local and national vendors have to offer. The Expo will be held from 9 a.m. to 3 p.m. in Cruise Terminal No. 3 at Port Canaveral, Florida. The annual trade show—sponsored by the NASA/Kennedy Space Center Prime Contractor Board, U.S. Air Force 45th Space Wing, and Canaveral Port Authority—will feature over 150 business and government exhibitors from the local community and across the country. Exhibitors will include vendors from a variety of technical product and service areas, including computer technology, communication equipment/services, construction, and safety products. Representatives of NASA, the U.S. Air Force, Kennedy Space Center prime contractors, and other federal government agencies will be available to answer questions about doing business with their respective organizations. Admission is free and open to the public. For additional information contact Damian Boos at 321-867-7353. Details are available at the following website: <http://expo.ksc.nasa.gov>.



**SBA FYI:** The SBA launched its new Business Development Management Information System (BDMIS) on July 28, 2008. Any company interested in participating in the SBA's 8(a) Business Development Programs will be encouraged to utilize the systems. The BDMIS system is a three part web-based system established to assist with the eligibility and Annual Review process. BDMIS is a comprehensive web-based system containing the following components:

- Electronic 8(a)/SDB Certification Application (e-Application)
- Electronic 8(a) Annual Review (e-Annual Review)
- Back Office Business Processes

The system has been designed to simplify and streamline the processes from applying to the program and the eligibility requirement during the nine-year program. Firms will be able to electronically update their Business Plans as part of the Annual Review 8(a) Program process.

Participating firms will be notified via email prior to their program year end date with detailed instructions. Firms will still be required to submit original signatures on the Annual Review forms. The BDMIS system allows participating firms to complete and print the required documents so that they may submit the required original signature documents.

### WELCOME TO THE SBA's 8(a) PROGRAM!!

The following firms were accepted to the SBA North Florida 8(a) Program in FY 2008:

- |  |                                       |   |
|--|---------------------------------------|---|
| • Vincent Jones Roofing, Inc.                        | • HOOAH LLC.                          | • The Rockhill Group, Inc.                      |
| • Advanced Systems Design                            | • Arrow Construction Group, LLC       | • Sun Engineering Construction Management, Corp |
| • H2 Performance Consulting Corp.                    | • Linking Solution, Inc.              | • HX5, LLC                                      |
| • Watley Engineering, LLC                            | • Sena-Tech, LLC                      | • Maverick Constructors, LLC                    |
| • Good 2 Go Event Management, Inc.                   | • Interior Solutions and Design, Inc. | • Goldrush77.com                                |
| • Computer Evidence Specialists, LLC                 | • 3E Consultants, Inc.                | • Threshold Placement Services, Inc.            |
| • Harvey, Covington & Thomas of Central Florida, LLC | • H2 IT Solutions, Inc.               | • Gatlins Cleaning Service                      |
|  | • CRJ Management Services, Inc.       | • Cye Enterprises, Inc.                         |
|  | • ENG Engineering, Inc.               |   |

## SUCCESS NEWS FROM YOUR COLLEAGUES

### U. S. Small Business Administration

North Florida District Office  
7825 Baymeadows Way  
Suite 100-B  
Jacksonville, FL 32256  
[www.sba.gov/fl/north](http://www.sba.gov/fl/north)

Phone: 904-443-1900  
Fax: 904-443-1980  
E-mail: [lola.naylor@sba.gov](mailto:lola.naylor@sba.gov)

## Save the Date!

Ready Talk (interactive web training) is coming up!! Attend SBA training on your own computer/phone!

■  
8(a) On-line Annual Update Electronic Filing System Training

Wednesday, September 24  
10:30 am to 11:30 am

■  
Hubzone Certification Training

Wednesday, October 15  
10:30 am to 11:30 am

■  
Joint Venture Agreement Training

Wednesday, November 19  
10:30 am to 11:30 am

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### Eglin AFB 2008 Small Business Vendor Show – An Awesome Success!

*By Gina Holman, Air Armament Center Small Business Office, Eglin AFB, Fla.*

Nearly 200 government personnel and 43 small business vendors came together at the Eglin Officer's Club on 16 July 2008 to share food, fun, prizes, and, most importantly, information. Vendors shared their capabilities and insight, while the government attendees talked of current and future needs and learned how these small businesses can contribute to the Eglin mission. The event was hosted by the Eglin Small Business Office and the Florida Procurement Technical Assistance Center.

All participating vendors were small businesses, many with designations as 8(a), disadvantaged, woman-owned, veteran-owned, service-disabled veteran-owned, and/or historically underutilized business zone (HUBZone) firms. A wide range of capabilities were on display including technical/engineering, design, manufacturing, electronics, avionics, information technology, maintenance/repair, office supply, furniture, video surveillance, flooring, environmental, construction, safety/tactical equipment, graphics, test equipment and services, handling equipment, power generators, cooling equipment, and more...something for everyone!

Government attendees included representatives from Air Armament Center Command staff, test, mission support, and acquisition organizations, Air Combat Command, and the medical group, as well as personnel from the Secretary of the Air Force Small Business Office, Army Corps of Engineers, Air Force Special Operations Command, Navy Facilities, Tyndall AFB, and others.

Networking and marketing were the premiere activities of the day. The day was "a cornucopia of leads" as described by Mr. Bill Brownlee of Aircraft Engineering and Installation Services, a service-disabled veteran-owned small business, participating in the vendor show.



*Pictured: Sponsors of the Vendor Show are (left to right) Cathina Hill, Assistant Director, Eglin Small Business Office; Paul Briere, Procurement Specialist, Procurement Technical Assistance Center (PTAC), Fort Walton Beach; Gina Holman, Director, Eglin Small Business Office; Laura Subel, Florida PTAC Program Manager*

### Dorado Services Awarded \$10M+ Demolition Contract to Support Eglin Air Force Base

*By Gina Holman, Air Armament Center Small Business Office, Eglin AFB, Fla.*

Dorado Services, Inc., of Sanford, Fla., competed for and won an 8(a) Indefinite Delivery/Indefinite Quantity (IDIQ) contract for demolition of buildings located at Eglin AFB FL, the Eglin Range, and Duke Field FL. The total contract is valued at \$10,443,992 and covers a base year plus four (4) one-year options. In general, the work includes removal and demolition of buildings, miscellaneous facilities, debris piles, and any other material found in the buildings on Eglin AFB as required per each delivery order. This is Dorado's third contract at Eglin AFB. Previous contracts were for waste management services. The company is a 100 per cent Hispanic-owned, 8(a), HUBZone firm. It provides refuse collection, environmental remediation, general contracting, environmental engineering, waste management, demolition, construction management, new construction, UST/AST removal, underground utility, disaster recovery and facility maintenance services.

More information about the company can be found on their web site at [www.doradosi.com](http://www.doradosi.com).

**TJ, Inc.-** NASA has selected TJ Incorporated of Christmas, Florida for a contract to provide the fabrication of electrical ground support equipment for Constellation and other space programs at NASA's Kennedy Space Center in Florida. The Constellation Program was formed to achieve the objectives of maintaining American presence in low Earth orbit, returning to the Moon for the purposes of establishing an outpost, and laying the foundation to explore Mars and beyond in the first

half of the 21st century. The Constellation program will build and fly the next generation Ares I and V rockets that will replace the Space Shuttle. The multiple award, indefinite-delivery, indefinite-quantity contract has a maximum value of \$400 million during a five-year ordering period, with an option for a one-year extension. Four other contractors were awarded contracts in the fluids discipline and eight other contractors were awarded contracts in the mechanical discipline. The contract covers

all required management, labor, facilities, materials and equipment to fabricate, assemble, mark, clean, package, and deliver ground systems; test equipment; and other hardware for Kennedy Space Center. Electrical ground support equipment acquisitions under this contract will be competed amongst the four awardees as firm fixed price delivery orders. Tony Dela Cruz, owner of TJ Engineering Inc, is a successful graduate of the 8(a) Business Development program assigned to the North Florida District Office....